



# NAHU Leading Producers Round Table



## POINT CALCULATOR WORK SHEET

To determine the award level you are eligible for, fill in the blanks below, calculate the total points, then match that with the appropriate LPRT Qualifying Category in the **Category of Qualification** section of the award application.

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### PRODUCTION

#### Individual — Number of new lives as of 12/31

Disability	25 x _____	= _____	pts.
Long-Term Care	15 x _____	= _____	pts.
Medical	10 x _____	= _____	pts.
Medicare Products	5 x _____	= _____	pts.
Medicare Part D Drug Plans	1 x _____	= _____	pts.
Dental	15 x _____	= _____	pts.
Life Insurance	15 x _____	= _____	pts.
Critical Illness, Cancer, Accident	5 x _____	= _____	pts.

#### Individual — Number of renewal lives as of 12/31

Medical	5 x _____	= _____	pts.
Medigap, Medicare Part C	5 x _____	= _____	pts.

#### Group — Number of new & renewal lives in force as of 12/31

Disability (LTD & STD)	3 x _____	= _____	pts.
Long-Term Care	3 x _____	= _____	pts.
Medical	4 x _____	= _____	pts.
Medicare Products	4 x _____	= _____	pts.
Medicare Part D Drug Plans	1 x _____	= _____	pts.
Dental	2 x _____	= _____	pts.
Life Insurance	2 x _____	= _____	pts.
Vision	2 x _____	= _____	pts.
Critical Illness, Cancer, Accident	3 x _____	= _____	pts.
Administrative Services; including TPA, Stop-loss, Cafeteria Plans, COBRA/HIPAA, HRA/HSA	4 x _____	= _____	pts.